

What is claimed is:

1. A commodity-supply planning method comprising the steps of:

storing transaction information representing contents of each of  
 5 a plurality of transactions in a storage, in association with each of the plurality of transactions each for providing commodities to customers, and storing progress information representing whether each of the plurality of transactions is in a state of attaining each of a plurality of stages each indicating a progress level of the transaction based on  
 10 progress of sales activities performed for accomplishing the transaction, in association with the transaction information, in said storage; and

estimating a future demand for the commodities, based on the transaction information and the progress information associated with  
 15 the transaction information.

2. The commodity-supply planning method according to claim 1, wherein

the stored transaction information includes information representing expected sales of the commodities in each of the  
 20 plurality of transactions.

3. The commodity-supply planning method according to claim 2, further including the steps of:

determining the highest attained stage for each of the plurality of transactions, based on the progress information in association with  
 25 each of the plurality of transactions, and summing expected sales of

the commodities in each of the plurality of transactions with the same highest attained stage, at a plurality of points in time; and

estimating a future demand for the commodities, based on the expected sales of the commodities and an actual demand for the  
5 commodities.

4. The commodity-supply planning method according to claim 3, further including the steps of:

calculating a change rate in the expected sales of the commodities based on the expected sales of the commodities, at each  
10 of the plurality of the stages, and estimating the future demand for the commodities, based on the actual demand and the calculated change rates at the plurality of the stages.

5. The commodity-supply planning method according to claim 2, further including the steps of:

15 calculating an accomplishment probability by each stage of the plurality of the stages, the accomplishment probability being a probability that each of the transactions in a state of attaining the stage as the highest attained stage will be successfully accomplished after a predetermined period of time, based on statistical data  
20 representing a period of time required for successfully accomplishing each of the transactions in a state of attaining the stage as the highest attained stage;

multiplying, by each stage, a sum of the expected sales of the commodities by the accomplishment probability; and

25 setting a sum of the products calculated in the multiplying step

for the plurality of the stages, as an expected demand for the commodities within the predetermined period of time.

6. The commodity-supply planning method according to claim 1, further including the step of

5 making a plan for supplying the commodities, based on the expected demand and stock of the commodities.

7. A commodity-supply planning method comprising the steps of:

reading transaction information stored in a first storage and  
10 progress information stored in the storage associated with the transaction information; and

estimating a future demand for commodities, based on the read transaction information and the progress information,

wherein the transaction information represents contents of each  
15 of a plurality of transactions for supplying customers with the commodities, and wherein

the progress information represents whether each of the plurality of transactions is in a state of attaining each of a plurality of stages each indicating a progress level of the transaction, based on progress  
20 of sales activities performed for accomplishing the transaction.

8. The commodity-supply planning method according to claim 7, wherein

the transaction information includes information representing expected sales of the commodities in the transaction specified in the  
25 transaction information.

9. The commodity-supply planning method according to claim 8, further including the steps of:

- at a plurality of points in time, determining the highest attained stage for each of the plurality of transactions based on the progress
- 5 information associated with the plurality of transactions, summing expected sales of the commodities in the respective transactions with the same highest attained stage by each stage, and storing sums of the expected sales of the commodities for the plurality of the stages in a second storage;
- 10 reading the sums of the expected sales of the commodities at the plurality of points in time, from the second storage; and
- estimating a future demand for the commodities, based on the read sums of the expected sales of the commodities and an actual demand for the commodities.

15 10. The commodity-supply planning method according to claim 9, further including the step of

- calculating a change rate in the sums of the expected sales of the commodities, based on the sums of the expected sales of the commodities at the plurality of points in time, by each stage, and
- 20 estimating a future demand for the commodities based on an actual demand for the commodities and the calculated change rates.

11. The commodity-supply planning method according to claim 8, further including the steps of:

- calculating an accomplishment probability by each stage of the
- 25 plurality of the stages, wherein the accomplishment probability is a

probability that each of the transactions in a state of attaining the stage as the highest attained stage will be successfully accomplished after a predetermined period of time, based on statistical data representing a period of time required for successfully accomplishing

5 each of the transactions in a state of the stage as the highest attained stage;

multiplying a sum of the expected sales of the commodities by the accomplishment probability, by each stage; and

setting a sum of the products of multiplying by the

10 accomplishment probability for the plurality of the stages, as an estimated demand for the commodities within the predetermined period of time.

12. The commodity-supply planning method according to claim 11, further including the steps of:

15 classifying, by each stage, the plurality of transactions in a state of attaining the stage as the highest attained stage, based on a scale of the sales of the commodities in each of the transactions; and

calculating the accomplishment probability by each group of transactions.

20 13. The commodity-supply planning method according to claim 11, further including the steps of:

multiplying, by each stage, the product calculated in the multiplying step by a weighting coefficient in accordance with a kind of the commodities; and

25 setting a sum of the resultant products of multiplying by the

weighting coefficient for the plurality of the stages, as an expected demand for the commodities within the predetermined period of time.

14. The commodity-supply planning method according to claim 7, further including the step of

5 making a plan for supplying the commodities, based on the estimated demand and stock of the commodities.

15. A commodity-supply planning system comprising:

a first server including

a first processor which manages information regarding

10 supplying of commodities,

a first storage which stores information regarding the

supplying of the commodities, and

a timer which provides said first processor with date/time information; and

15 a second server including

a second processor which manages information regarding

sales activities of the commodities, and

a second storage which stores information regarding the sales activities,

20 wherein said second processor

stores transaction information in said second storage,

wherein the transaction information represents contents of each of a plurality of transactions each for providing customers with the commodities, and

25 stores progress information in said second storage

associated with the transaction information, wherein the progress information represents whether each of the plurality of the transactions is in a state of attaining each of a plurality of stages, each stage indicating a progress level of each of the plurality of

5 transactions, based on progress of the sales activities performed for accomplishing each of the transactions, and

wherein said first processor

reads the transaction information and the progress information which are stored in said second storage unit, in

10 association with each other, and

estimates a future demand for the commodities, based on the read transaction information and progress information.

16. The commodity-supply planning system according to claim 15, wherein

15 the transaction information including expected sales of the commodities in each of the plurality of transactions, in said second storage.

17. The commodity-supply planning system according to claim 16, wherein said first processor:

20 at a plurality of points in time according to the date/time information sent from said timer, determines the highest attained stage for each of the plurality of the transactions based on the progress information associated with each of the transactions, sums, by each stage, the expected sales of the commodities in the

25 transactions in a state of attaining the stage as the highest attained

stage, and stores sums of the expected sales of the commodities for the plurality of the stages in said first storage;

reads the sums of the expected sales from said first storage; and

estimates a future demand for the commodities, based on the

5 read sums of the expected sales and an actual demand for the commodities.

18. The commodity-supply planning system according to claim 17, wherein

said first processor calculates a change rate in the sums of the

10 expected sales of the commodities based on the sums of the expected sales of the commodities, by each stage, and estimates a future demand for the commodities, based on the actual demand and the calculated change rates.

19. The commodity-supply planning system according to claim 16, wherein said first processor:

calculates an accomplishment probability by each stage of the plurality of the stages, wherein the accomplishment probability is a probability that each of the transactions in a state of attaining the stage as the highest attained stage will be successfully accomplished  
20 after a predetermined period of time, based on statistical data representing a period of time required for accomplishing each of the transactions in a state of attaining the stage as the highest attained stage;

multiplies a sum of the expected sales of the commodities by the  
25 accomplishment probability, by each stage; and



sets a sum of the products of multiplying by the accomplishment probability for the plurality of the stages, as an expected demand for the commodities within the predetermined period of time.

20. The commodity-supply planning system according to  
5 claim 15, wherein said first server and said second server are included in the same computer.

21. A commodity-supply planning system comprising:  
a processor which manages information regarding supplying of commodities;  
10 a first storage which stores information regarding the supplying of the commodities; and  
a timer which provides said processor with date/time information,  
wherein said processor  
15 reads out transaction information and progress information which are stored in a second storage in association with each other, and  
estimates a future demand for the commodities, based on the read transaction information and progress information,  
20 wherein the transaction information represents contents of each of the plurality of transactions for providing customers with the commodities, and  
wherein the progress information represents whether each of the transactions has reached each of a plurality of stages indicating a  
25 progress degree of the transaction, in accordance with progress of

sales activities performed for successfully accomplishing each transaction specified in the transaction information.

22. The commodity-supply planning system according to claim 21, wherein

5 the transaction information includes expected sales of the commodities in each of the transactions specified in the transaction information.

23. The commodity-supply planning system according to claim 22, wherein said processor:

10 determines the highest attained stages for each of the transactions at a plurality of points in time in accordance with the date/time information sent from said timer, based on the progress information in association with each of the transactions, sums, by each stage, the expected sales of the commodities in the transactions  
15 in a state of the stage as the highest attained stage, and stores sums of the expected sales of the commodities for the plurality of the stages in said first storage;

reads the sums of the expected sales of the commodities from said first storage; and

20 estimates a future demand for the commodities, based on the read sums of the expected sales of the commodities and an actual demand for the commodities.

24. The commodity-supply planning system according to claim 23, wherein said processor

25 calculates a change rate in the sums of the expected sales of the

commodities, based on the sums of the expected sales of the commodities at the plurality of points in time, by each stage, and estimates a future demand for the commodities based on an actual demand for the commodities and the calculated change rates for the  
 5 plurality of the stages.

25. The commodity-supply planning system according to claim 22, wherein said processor:

calculates an accomplishment probability by each of the plurality of the stages, wherein the accomplishment probability is a  
 10 probability that each of the transactions in a state of attaining the stage as the highest attained stage will be successfully accomplished after a predetermined period of time, based on statistical data representing a period of time required for successfully accomplishing each of the transactions in a state of attaining the stage as highest  
 15 attained stage;

multiplies a sum of the expected sales of the commodities by the accomplishment probability, by each stage; and

setting a sum of the products of multiplying by the accomplishment probability for the plurality of the stages a value, as  
 20 an estimated demand for the commodities within the predetermined period of time.

26. The commodity-supply planning system according to claim 25, wherein said processor:

classifies, by each stage, the plurality of transactions in a state of  
 25 attaining the stage as the highest attained stage, based on a scale of

the sales of the commodities in each of the transactions; and  
calculates the accomplishment probability by each group of  
transactions.

27. The commodity-supply planning system according to  
5 claim 25, wherein said processor:  
multiplies, by each stage, the resultant product of multiplying by  
a weighting coefficient in accordance with a kind of the  
commodities; and

sets a sum of the resultant products of multiplying by the  
10 weighting coefficient for the plurality of the stages, as an expected  
demand for the commodities within the predetermined period of time.

28. The commodity-supply planning system according to  
claim 21, wherein said processor

makes a plan for supplying the commodities, based on the  
15 estimated demand and stock of the commodities.

29. A program for controlling a computer to execute the steps  
of:

storing transaction information representing contents of each of  
a plurality of transactions for providing customers with commodities  
20 and including sales of the commodities in each of the plurality of  
transactions, in a storage, and storing progress information  
representing whether each of the plurality of transactions is in a state  
of attaining each of a plurality of stages, in the storage in association  
with the transaction information, each stage indicating a progress  
25 level of the transaction based on progress of sales activities

performed for accomplishing the transaction; and

estimating a future demand for the commodities, based on the transaction information and the progress information in association with each other.

5        30. A program for controlling a computer to execute the steps of:

estimating a future demand for commodities, based on transaction information and progress information stored in a first storage in association with other; and

10       making a plan for supplying the commodities based on the estimated future demand, wherein

the transaction information represents contents of each of the plurality of transactions, and includes information representing expected sales of the commodities in each of the transactions, and

15       wherein

the progress information represents whether each of the plurality of transactions is in a state of attaining each of a plurality of stages each indicating a progress level of the transaction, based on progress of sales activities performed for accomplishing the transaction.